



City of Cleveland

Frank G. Jackson, Mayor

Department of Finance
Division of Purchases & Supplies
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March 26, 2015

ADDENDUM NO. 1

RFP File No: CCDPS -2015-001-Residential Energy Aggregation Program

Sealed Bid Response Due: Thursday, April 9, 2015 at 2:00PM EST

ATTENTION PROPOSERS:

This is addenda for the above-referenced is being issued to all intended proposers who received bid packages. The purpose of this addendum is to provide responses to the following questions:

- Meeting minutes from the Pre-proposal conference that took place on March 20, 2015, 10:30AM-12:00PM EST. This includes answers to questions submitted before and during the conference.
- A copy of the sign in sheets from the Pre-proposal conference.
- Answer to all written questions received by the cutoff date of March 24, 2015 at 12:00 pm EST.
- No further questions will be answered or considered after the cut-off date on Tuesday, **March 24, 2015, by 12:00pm noon est.**

Meeting Minutes - Q&A

- 1) In section 3.14, the City's CRES provider is required to develop an "easy-to-understand opt-out letter which includes an updated FAQ" with information in English and Spanish to some zip codes. Will the City provide the list of which zip codes to mail to?

Answer: The City can provide assistance on demographic information for residents participating in the aggregation program. However, we will look to the proposer to provide recommendations on the most effective way to communicate with residents about the aggregation program.

- 2) For the Energy Efficiency Program in section 3.17, is the City open to partnerships with utility companies to implement the program?

Answer: Yes, the City is open to utility partnerships to implement the energy efficiency program. Utility partnerships were important in implementing the Cleveland EnergySaver Pilot Program, and we expect the same may be the case for this energy efficiency program.

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- 3) Does CPP currently have an energy efficiency program?

Answer: Cleveland Public Power currently does not have a residential energy efficiency program. CPP has run residential energy efficiency programs in the past, but they were not as robust as the Cleveland EnergySaver Pilot Program.

- 4) Section 3.17 includes desired elements of a residential energy efficiency program. The RFP notes elements "such as...."- are proposers required to bid on all of the elements listed in section 3.17?

Answer: The elements listed in section 3.17 were developed based on lessons learned during the Cleveland EnergySaver Pilot Program and from researching other residential energy efficiency programs around the country. While the list in section 3.17 represents program elements of a comprehensive energy efficiency program, we recognize that cost constraints may not allow all of these elements to be included in the program. If applicable, proposers can provide tiered pricing based on different levels of service. In general, proposers are encouraged to include program components that most effectively reach Cleveland residents and achieve energy savings.

- 5) How much administrative oversight will be provided by the City to implement the energy efficiency program in section 3.17? Answer: The City of Cleveland will dedicate at least one staff person from the Office of Sustainability to oversee the residential energy efficiency program. Support from other departments may also be available during implementation of the program.

- 6) What is the desired scale of the energy efficiency program in section 3.17?

Residential energy efficiency programs can range greatly in size and level of retrofit/savings. Is there a target for the number of homes the City wants to reach or the desired energy reduction from the program?

Answer: The major objectives of the energy efficiency program are to improve the energy efficiency of Cleveland's building stock, focusing initially on residents. As a result Cleveland residents will save money on their utility bills and reduce Cleveland's carbon footprint through reduced energy consumption. The budget is not yet determined as it will be informed both by the amount of admin fee incorporated, if any, and the responses received, among other factors. Proposers can provide tiered pricing based on different program sizes and level of retrofit/savings.

Questions received before and after the pre-proposal conference:

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- 7) Can the City provide information on the available budget for the Scope of Services sections 3.17 Energy Efficiency Program and 3.18 Advancing Local Renewable Energy Development?

Answer: No. The budget will be informed both by the amount of admin fee incorporated, if any, and the responses received, among other factors.

- 8) In lieu of providing the most recent Form 10Q, and any Forms 8K filed with the SEC in the last 12 months, could we provide a direct link to the investor relations website where those are publicly available?

Answer: Yes.

- 9) How many customers are eligible under the aggregation? What is the breakdown of the customer base, for residential, commercial, etc.?

Answer: Approximately 67,000 residential and 7,500 small commercial customers of the Cleveland Electric Illuminating Company (CEI) are eligible under the aggregation. See Section 1.0 of the RFP for more information.

- 10) What is the total electric load of the eligible aggregation base?

Answer: The eligible aggregation base uses approximately 897 GWh per year. This is based on the number of eligible customers from government aggregation (GAGG) file provided by the utility, and not the amount that enrolled in the aggregation.

- 11) What was the size of the aggregation at the time of the previous RFP?

Answer: In 2013, the current aggregation supplier sent opt-out letters to 67,709 residential and 7,794 small commercial eligible customers, based on the GAGG file provided by the utility. After kickbacks from bad addresses and those choosing to opt out, as of August 23, 2013 there were 58,550 residents and 7,257 small businesses enrolled in the aggregation.

- 12) Do you have the government aggregation (GAG) file that is provided to the PUCO, and can that be shared?

Answer: First Energy standard profiles can be released to any supplier by request from First Energy's Supplier Support Department at:
https://www.firstenergycorp.com/supplierservices/oh/government_aggregation.html

Email: SupplierSupport@firstenergycorp.com
Phone: 330-761-4348

- 13) What distribution tariffs are the eligible aggregation customers in?

Answer: CE-RSD (Residential Shopper)

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14) About Section 3.19 of the RFP, what is the City's current administrative fee it charges to its supplier to administer its current aggregation program and what does the City anticipate charging for an administrative fee for this new contract period?

Answer: Under the current aggregation, the City is not charging an administrative fee. For this new contract period, the administrative fee has not been determined, and will be largely based on the proposals received.

15) Is the City open to alternative contract periods?

Answer: At a minimum, proposers should submit proposals based on the 2- and 3-year terms listed in the RFP. Proposers can submit an alternative contract period if they wish.

16) Has the City had discussions with any utilities offering energy efficiency services to residents about program coordination? What potential coordination would the City like to see?

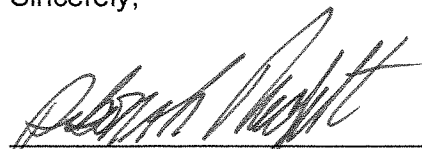
Answer: The City coordinated with utilities on the previous Energy Saver pilot. For this RFP, the City has only coordinated with Cleveland Public Power to date. For any future energy efficiency program, it will be important to ensure that all available energy efficiency incentives and initiatives offered by the utilities are integrated.

17) The RFP mentions two different times for the proposal deadline: 12 PM and 2 PM. Is the City able to clarify which is the correct time?

Answer: 2 PM .

Please attach this addendum to the copy of the original bid specifications furnished to you by this office and return the addenda with your bid response, as it will have the same force and effect as if it were part of the specifications originally issued.

Sincerely,



Deborah Midgett, Acting Commissioner
Division of Purchases and Supplies

Attachments

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Please acknowledge receipt of this Addenda by signing and faxing this page to my attention at (216) 420-8825 within forty-eight (48) hours of your receipt. Or email to dmidgett@city.cleveland.oh.us

Signature of Proposer

Today's Date

Company Name

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Sign in sheets from the Pre-proposal conference

RFP Pre-Proposal Conference - Electric Aggregation Program Services for the City of Cleveland

Friday, March 20, 2015 - 10:30am-12:00pm
Public Auditorium - Room 1105B

Name	Organization	Email	Phone
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